



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.mdbusinessincubation.org](http://www.mdbusinessincubation.org))*

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## **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### *New Tenants:*

- **Owen Software Development Company**, Adeboyejo Oni, founder and president  
**Owen Software**, which was founded in 1999, is engaged in the design, development and worldwide marketing of its proprietary PathFinder Series software products that deliver individualized Education-Career Decision Support solutions to students, their parents and educators.
- **Applied Cell Sciences**, Jesse Baumgold, founder and president  
**Applied Cell Sciences** develops and validates drug discovery targets in the GPCR family of targets, which consists of about 1,000 distinct proteins, through R&D driven enterprise.

### *Graduate News:*

- **Panacea Pharmaceuticals**, a biopharmaceutical company focused on using functional genomics and proteomics to develop therapeutics and diagnostics for diseases with substantial unmet clinical need, has graduated and relocated to a new lab facility in Gaithersburg. The company, which was named "Best Overall Company" at the 2002 Incubator Companies of the Year Awards, has leased 10,000 square feet of combined lab and office space for its workforce of nearly 20 people.

## **Technology Advancement Program (TAP) University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

### *New and Noteworthy:*

- **Chesapeake PERL**, a protein manufacturing company that produces complex recombinant proteins, has merged with New York-based Agrivirion. This merger brings Chesapeake PERL new intellectual property and efficiency in mass rearing, infecting and producing recombinant proteins in insects.

- **Anthrotronix Inc.**, which commercializes advanced technology interfaces for use in the medical, education and military fields, has two Small Business Innovation Research Grants, awarded by the federal government, in progress. They are: "The Use of Gestural Interface and Robotics Technology to Facilitate Language Development" with the National Science Foundation and "Gestural Interfaces for Pediatric Rehabilitation" with the Department of Education.
- **BioSurface Engineering Technologies, Inc. (BioSET)**, which licenses lubricious, thrombo-resistant and diffusion barrier technologies to medical device manufacturers around the world, has obtained an exclusive worldwide license to a novel growth factor technology developed by scientists at the U.S. Department of Energy's Brookhaven National Laboratory in collaboration with BioSET researchers. This growth factor is a family of proteins in the human body responsible for the proliferation, repair and survival of cells in many tissues, including the brain, vascular system and muscle.

**Graduate News:**

- **Martek Biosciences Corp.**, which develops and sells products from microalgae, realized \$46 million in revenues and turned \$375,000 in profit for FY 2002. The company also saw tripled revenues for the fourth quarter compared to the same period last year. Martek also announced its study results, published in *Cancer Letters* in December, demonstrating that its docosahexaenoic acid (DHA) significantly inhibited the growth of human colon cancer cells in mice.

## **Emerging Technology Center Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

**New and Noteworthy:**

- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, announced that Illinois-based Advocate Health Care will install VISICU's eICU in all eight Advocate hospitals. eICU is a centralized patient management center that connects intensivists to multiple ICU's using telemedicine.
- **Salar Inc.**, which develops custom IT software for the healthcare market, has secured a new contract for \$250,000 with the University of Pittsburgh Medical Center.
- **Glow in the Dark Studios**, a website and Intranet design company, has secured its first customer and contract for its new web site management software.
- **BioFortis Inc.**, which commercializes software developed at Johns Hopkins University, is currently in the midst of raising its third round of angel/private investment.
- **Artifact Software**, which develops software for controlling source code and specifications, has received an additional \$50,000 for the state's Challenge Investment Fund, which is administered by the Maryland Department of Business and Economic Development (DBED), bringing the total invested by the state to \$150,000.
- The **Emerging Technology Center** last month hosted a free Intellectual Property Seminar, which featured a panel of intellectual property legal experts who provided insight into patent, copyright, trademark and licensing law.

**Graduate News:**

- **Reactive Nanotechnologies**, which develops the use of reactive joining as an effective, efficient and economical means of joining ceramic materials and metals, has secured manufacturing/office space in Hunt Valley.

**techcenter@UMBC**

**University of Maryland, Baltimore County**

[www.umbc.edu/Business/Research](http://www.umbc.edu/Business/Research)

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

**New and Noteworthy:**

- **Ellen Hemmerly**, Executive Director of the UMBC Research Park Corporation, has been named president of the Association of University Research Parks (AURP), a non-profit group that supports over 200 university research parks and technology incubators worldwide. Hemmerly oversees the University's bwtech@UMBC Research and Technology Park and works closely with the Park's developer, Grosvenor.

- The **Alex. Brown Center for Science and Technology Entrepreneurship** along with **techcenter@UMBC** will be holding a networking event and panel discussion, "The Advantages of Doing Business in Maryland," on Wed., January 15, 2003 from 7:30 a.m. to 9:30 a.m. Representatives from DBED and TEDCO will discuss topics, including the state's resources, tax incentives and more. This free event will feature a continental breakfast. Please RSVP to Stacy Cotter at [scotter@umbc.edu](mailto:scotter@umbc.edu). This event is sponsored by Whiteford Taylor and Preston, LLP.
- The **techcenter@UMBC** is please to announce that Baltimore is the host city for the international 2003 BioParks convention. The Association of University Research Parks (AURP) and The Council of Biotechnology Centers (CBC) will co-sponsor the gathering of representatives from biotech research parks around the world June 20 and 21. The convention is co-sponsored by a consortium of regional universities including UMBC, The Johns Hopkins University, the University of Maryland Baltimore, the University of Maryland College Park and the University of Maryland Biotechnology Institute, in partnership with city and state economic development agencies. Highlights of BioParks 2003 include networking with colleagues at the program, panel discussions, a distinguished keynote speaker and a special social event. Visit <http://www.aurp.net> for more information.

## **Howard County Economic Development Authority's NeoTech Incubator Columbia, MD**

[www.hceda.org/incubator](http://www.hceda.org/incubator)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

### *New and Noteworthy:*

- **Plethora Technology**, which develops secure, end-to-end remote computing platforms for businesses, last month closed a deal with the Girls and Boys Club of Worcester, Mass. to implement its security software into the club's network. The company also hired two new software developers.
- **RecoveredSTUFF**, an online marketplace of new and used items available through insurers, financial companies and other agencies, has been approved for a pilot with a top 10 national insurance company. RecoveredSTUFF this month is implementing its sales and asset management program for the Penn.-based regional insurer, bringing RecoveredSTUFF's number of active clients to five.
- **Business Devices, Inc.**, which develops software to simplify Internet connection and collaboration among enterprise applications and devices, has closed a second DBED investment of \$50,000, an angel investment of \$100,000 and has concluded an agreement and plan with Nexair, one of its pilot companies, to transition installed base and new customers to Business Device's solution.
- **Syntonics**, which provides precision oscillators for use on spacecrafts, was selected for a Phase I Small Business Innovation Research grant from the U.S. Navy Surface Warfare Center in Dahlgren, Va. Syntonics will pursue the initial development of wireless Local Area Network design and validation tools for U.S. Navy applications during the six-month, \$99,886 project.

## **The Technology Growth Center (TGC) @ University Town Center Prince George's County, MD**

[www.universitytowncenter.net](http://www.universitytowncenter.net)

Contacts: Cheryl Suggs, e-mail: [cds@universitytowncenter.net](mailto:cds@universitytowncenter.net); Verona Hill, e-mail: [vh@pgmc.com](mailto:vh@pgmc.com)

### *New and Noteworthy:*

- **Omnistar Interactive, Inc.**, which provides web hosting and web-based e-business solutions, has released a new version of its comprehensive Customer Relationship Management application, which allows businesses to effectively manage their customer base. The web-based application, Omnistar Live, gives any business or organization the ability to chat with all its web site visitors in real time, manage a dynamic help desk to log and track customer issues, manage a customizable knowledge base for users and internal purposes, and manage a contact management system to send e-mails to its users.

## **Maryland Technology Development Corp. (TEDCO)**

### **TEDCO Awards Creatv Microtech and Atlantic Biomass Each \$20,000**

COLUMBIA, Md. (December 19, 2002) - The **Maryland Technology Development Corp. (TEDCO)** ([www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)) has awarded Gaithersburg-based Creatv Microtech and Frederick-based Atlantic Biomass, Inc. each \$20,000 under TEDCO's Federal Laboratory Partnership Program (FLPP). The awards will allow both companies to work with technology resources at the Beltsville Agricultural Research Center (BARC) in Beltsville, Md. BARC is operated by the Agricultural Research Service, the chief scientific research agency of the U.S. Department of Agriculture.

### **TEDCO to Present Details of Maryland Technology Transfer Fund Program**

TEDCO will hold an informational briefing at its Columbia headquarters on Friday, Jan. 10 from 2 p.m. to 3:30 p.m. to present details of the Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use TEDCO's capital programs to help transfer technology from Maryland universities and federal laboratories to the Maryland marketplace.

The program also will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. Those interested in attending must RSVP to Linda Saffer at (410) 715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org). Other briefings will be held on Feb. 7, and Mar. 14, 2003.

### **TEDCO, Rural Development Center and University of Maryland Eastern Shore Sponsor SBIR Bidders Workshop**

TEDCO, the Rural Development Center and the University of Maryland Eastern Shore will sponsor a Small Business Innovation Research (SBIR) Bidders Workshop on Thursday, Jan. 23 from 8:00 a.m. to 5 p.m. This workshop is for emerging technology entrepreneurs seeking funding for R&D projects or for new product development.

The all-day seminar, being held at the University of Maryland Eastern Shore in Princess Anne, MD, focuses on how to approach Phase I applications, how to develop project plans and what research to do before writing the application. A \$50 registration fee will be charged to pre-registered, Md. companies. Attendees MUST pre-register. To register, email Morgan Allyn at [mallyn@marylandtedco.org](mailto:mallyn@marylandtedco.org)

*The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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*designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at (410) 902-5058 or [lfick@mghpr.com](mailto:lfick@mghpr.com) or log onto [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).*

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